

# **2019 QAP & Guide Listening Session**

## **Southern Maryland Comments**

Wednesday, October 24, 2018

6:00pm – 8:00pm

DHCD

1. Does the average score of funded deals in the power point include bonus points?
2. Are western MD projects winning due to bonus points or are they actually scoring high enough to win on their own?
3. If the Voluntary Conciliation Agreement (VCA) has been satisfied, I hope new QAP is more geographically based.  
There was disincentive for Qualified Census Tracts (QCTs) in the current guide.
4. Opportunity Zones and QCTs should gain points for revitalization.
5. Income Targeting and Leveraging is where points are differentiated. It is currently geared to concentrate poverty and that should be fixed.
6. Will the same emphasis be on families and not senior housing?
7. Why are QCTs and Difficult Development Areas (DDAs) considered one in the same? They are two different things.
8. The desire to de-concentrate poverty is important. Shifting QCTs and pushing development toward Communities of Opportunity (COOs) is important but DDAs are more important for decentralizing poverty. COOs are great but they don't get a boost on 4% applications. It works for 9% but twinning deals would work better to assist with this issue. Please consider looking at DDAs the same way you look at COOs for scoring.
9. Twinning allows for larger projects. Please support 4% by considering RHPF as funding for twinning deals to make them more feasible.
10. If the QAP continues to give Baltimore more of an advantage, the zoning needs to be addressed. The political environment is also hostile in Ann Arundel. There needs to be more nuances in the actual feasibility of the deal in terms of readiness to proceed, zoning, etc.
11. Projects are getting a lot of points. Transit Oriented Development (TOD) and COO points are achieved by many, there needs to be more differentiation in scoring. COOs should be more targeted & the basis boost should be removed for some of the larger COOs.
12. QCTs are depressed. The department will not get a lot of developers willing to building in those areas without the use of incentives.
13. Over-building stresses areas. Scoring should be fine-tuned with set-asides.
14. Opportunity Zone incentives don't marry well with the tax credit structure. If affordable housing is not incentivized in these areas they will become gentrified. There should be incentive built into the QAP to support this.
15. QCTs need a boost in the same way as Opportunity Zones through points or something like a 30% boost. They should be supported in the same way as COOs.

16. Opportunity Zones have a greater opportunity to revitalize areas. The Guide should allow extra points to incentivize Opportunity Zones.
17. Having properties in a COO may be a better benefit to long term investors. Opportunity Zones open up the state in a great way. Bridge loan products may help with funding land purchase.
18. Trying to include Opportunity Zones in a LIHTC deal doesn't work. The timing is off. If maps are targeted in specific years there may be a chance.
19. Opportunity Zones are mostly around the purple bus line in Prince George's County with not much variety in location. It may not be fair for the rest of the state if Opportunity Zones are incentivized.
20. There are Opportunity Zones in more places across the state, not just the Baltimore/Prince George's area.
21. Baltimore and Prince George's would win out with income targeting and leveraging. Other areas wouldn't stand a chance.
22. Twinning projects could be great. Income averaging with subsidy could also work very well, especially in a 4% deal.
23. Will there be changes in Development Quality scoring or criteria?